



9th Annual Conference on

RAILWAYS IN INDIA

New Initiatives & Opportunities

September 14-15, 2015, The Imperial, New Delhi

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RAILWAYS IN INDIA

Mission

- The railways have, undoubtedly, emerged as a key focus area for the new government. The government promises to transform Indian Railways (IR) through four key strategies: capacity expansion and modernisation of infrastructure, improving customer experience, focusing on safety, and achieving financial self-sustainability.
- Capacity expansion on rail networks is important for IR to regain its market share in freight transport, which it has lost to the road sector over the years. Improving the speed of trains and increasing the carrying capacity is also critical.
- Customer comfort and convenience has also been designated as one of the top priorities. Some of the areas that need attention are ticketing, cleanliness, catering, passenger amenities and tourism.
- Safety in terms of infrastructure and technology is important. Significant investments are required for modernisation of track structure and installation of new signalling technology.
- Recently, the government has begun to focus on timely completion of the DFC. It is also taking steps to develop northeast rail connectivity, improve last mile connectivity, expand rolling stock, and improve energy efficiency in the railway system.
- High-speed rail (HSR) development is another priority of the government. While most experts think it is too expensive to implement HSR corridors, the government is going ahead with pre-feasibility studies.
- The government is also trying to involve the private sector in the redevelopment or modernisation of station infrastructure. The recent cabinet approval for the modernisation of 400 railway stations through open bids is expected to provide a boost.
- However, all of this will require a substantial increase in investments in the railways, for which IR has to improve its finances. The government has announced an investment requirement of Rs 8,500 billion in the sector over the next five years. Internal resource generation will not be sufficient to fund this scale of investments; alternative funding sources will be required. IR will need to partner with state governments, PSUs, and multilateral/bilateral organisations for some of the projects.
- The private sector can also play an important role in this regard. The government has identified about 26 projects worth Rs 905 billion to be commissioned through PPPs. It has also approved three "investor-friendly" model concession agreements (MCAs) for private participation. The approval of 100 per cent foreign direct investment (FDI) in the sector is expected to open up investment opportunities.
- There are other changes required as well. The Debroy committee report on the restructuring of IR has called for improving accountability, decentralising power and setting up an independent regulator over the next few years.
- That said, the industry can expect new business opportunities going forward, particularly in light of the recent Make in India initiative. The "big ticket" manufacturing ideas for the sector include high horse power, green technology locomotives, commodity-specific wagons like auto carriers, signalling systems, train protection systems, and track laying and track maintenance machines, among others.
- **The mission of this conference is to highlight the new and emerging opportunities in the Indian railways sector, examine the key challenges, and discuss the appropriate strategies. The conference will also showcase noteworthy initiatives/projects and the most promising technologies/solutions.**

Target Audience

- | | | | |
|----------------------------|---------------------|----------------------------------|----------------------------|
| - Indian Railways | - Private operators | - Logistics firms and ICDs | - Financial institutions |
| - Technology providers | - Legal firms | - Potential developers/investors | - Port operators |
| - IR-related organisations | - Consultants | - Service organisations | - Development institutions |
| - Government agencies | - Major consumers | - Road organisations | - Equipment manufacturers |
| - Contractors | - Industry analysts | - Etc. | |

Previous Participants

The participating organisations in our previous conferences include: Adani Logistics, Aditya Birla, Afcons, Alcoa, AL Batra Group, Alstom, Amara Raja, Ansaldo STS, APM Terminals, Areva, Arshiya Intl, Assignia Infra, Australian Trade Commission, Axis Bank, AZB & Partners, Beekay Engineering, BESCO, BEL, Bharat Wagon, Bharat Rail Automation, Bharuj Dahej Railway, BHEL, Bhilai Engineering, Bombardier, Cargo Motors, Chennai Port Trust, Chittaranjan Locomotive, CIDCO, CONCOR, Contitech, Core Fab Projects, CIL, Crompton Greaves, CTI Engineering, Cytech Associates, DFCCIL, Dhamra Port, DLW, DSP Merrill Lynch, EGIS, ESAB, Essar Steel, Essel Mining, ETA Engg, ETF, Ewac Alloys, FAG Bearings, Faiveley Transport, Fedders Lloyd, Feedback Ventures, Ganware Wall Ropes, Gati, Gateway Rail, GE Transportation, GE Infrastructure Transportation, Geoconsult, GIDB, Halcrow, HCC, Henkel Adhesives, Hind Terminals, HSBC, ICICI, IDBI, IDFC, IL&FS, IMFA, Indra SisteMas, Integra Hindustan, Inlogistics, Integral Coach Factory, IPM, IRCON, IRCTC, JBIC, JSW, JSPL, Kalpataru Power, KEC, KPMC, Kutch Railway, L&T, Kalindee Rail Nirman, KEC, Kesar Terminals, KIW, Konkan Railways, Knorr Bremse, Lahmeyer, Lea Associates, Lloyd Electric, L&T, Louis Berger, Mahindra Logistics, M&I Materials, Mitsubishi, Marubeni, Merrill Lynch, Monnet Projects, Morgan Stanley, Mumbai Port Trust, Mumbai Rail Vikas Corporation, N&S Solution, National Instruments, Nippon Koei, NTPC, Outokumpu, Patil Rail Infrastructure, Petronet LNG, PMC Projects, Rail Coach Factory, RailTel, Railway Board, Raychem RPG, RDSO, Ruchi Soya, Reliance Industries, Rio Tinto, RITES, Ruchi Group, RVNL, SAIL, SBI Capital, Scope T&M, Seahorse Buss, SEW Constructions, Servomax, Shapoorji Pallonji, Siemens, Spain Business Overseas, Soma Enterprises, SREI, Sterling & Wilson, SVJ Corporation, SYSTRA MVA, Tata Blue Scope, Tata Motors, Tata Realty, TCE, TICIL, TMA, TRF, Tata Projects, Texon, Touax Texmaco, UGL, Ultratech Cement, Uniseven Engineering, Valvoline Cummins, Visakhapatnam Port Trust, Vinci Concessions, VNR, Vossloh Cogifer, Vizag Steel, Wabtech Corporation, Zephyr SpA, etc.

AGENDA/STRUCTURE

INAUGURAL/KEYNOTE ADDRESS

- ❖ What is the government's perspective and vision on the development of the railways?
- ❖ What are the new initiatives and future plans of Indian Railways?
- ❖ What are the main issues and challenges faced in this regard?
- ❖ What are the key opportunities?

MAKE IN INDIA: INNOVATIONS AND OPPORTUNITIES

- ❖ What are the Make in India opportunities (rolling stock, signalling, tracks, etc.)?
- ❖ What are the specific initiatives in this regard?
- ❖ What are the key issues and challenges?

FINANCING: SOLUTIONS AND STRATEGIES

- ❖ What will be the funding requirements of IR in the next few years?
- ❖ What are the key issues and challenges?
- ❖ What are the strategies and solutions for achieving financial self-sustainability?

PPP AND BEYOND

- ❖ What role can PPP play in railway sector development?
- ❖ What are the other forms of partnerships (with PSUs, state governments, etc.) that IR can pursue?
- ❖ What are the key issues and challenges?

DFC: STATUS AND OPPORTUNITIES

- ❖ What is the current status of the DFC?
- ❖ What are the key milestones and targets?
- ❖ What are the challenges and opportunities?

SPOTLIGHT ON HIGH-SPEED RAIL

- ❖ What are the plans for HSR development in India? What has been the progress so far?
- ❖ What are the technology options? What has been the global experience?
- ❖ What are the best practices in HSR design?

IMPROVING CUSTOMER EXPERIENCE

- ❖ What are the key initiatives being undertaken to improve the customer experience (in ticketing, cleanliness, catering, tourism, etc.)?
- ❖ What are the key challenges and opportunities?
- ❖ What are the future plans?

FOCUS ON SAFETY

- ❖ What are the key safety-related focus areas?
- ❖ What are the new initiatives and plans?
- ❖ What are the key issues and challenges?

SIGNALLING AND TELECOMMUNICATIONS

- ❖ What are IR's initiatives and plans in signalling and telecommunications?
- ❖ What are the most promising and relevant technologies?
- ❖ What are the key challenges and opportunities?

MODERNISING STATION INFRASTRUCTURE

- ❖ What are the new initiatives and plans for the modernisation/redevelopment of stations?
- ❖ What are the key issues and challenges?
- ❖ What are the opportunities for private players?

NETWORK EXPANSION: TRACKS AND LAST MILE CONNECTIVITY

- ❖ What is being done to improve tracks and last mile connectivity?
- ❖ What are the key initiatives and plans in this area?
- ❖ What are the key challenges and opportunities?

RAIL CONNECTIVITY TO THE NORTHEAST

- ❖ What is the rail connectivity scenario in the Northeast?
- ❖ What are the key projects and future plans?
- ❖ What are the main challenges and opportunities?

RESTRUCTURING OF IR

- ❖ What are the recommendations for the restructuring of IR?
- ❖ What is the expected timeframe for its implementation?
- ❖ What is the expected role of the independent regulator?

REDUCING ENERGY CONSUMPTION: INITIATIVES AND OPPORTUNITIES

- ❖ What are IR's initiatives and plans with respect to setting up solar plants?
- ❖ What is the role of demand-side management in improving energy efficiency?
- ❖ What are the key opportunities?

PROMISE OF NEW TECHNOLOGY

- ❖ What are the most promising and relevant technologies?
- ❖ What has been the experience so far?
- ❖ What are the key issues and challenges?

INAUGURAL/KEYNOTE ADDRESS BY:



Mr Suresh Prabhakar Prabhu
Honourable Union Minister for Railways
Ministry of Railways

Speakers in 2014

- ❖ **Arunendra Kumar**,
then Chairman, Railway Board
- ❖ **K.L. Pandey**,
then Additional Member, Tourism & Catering, Railway Board
- ❖ **Girish Pillai**,
Adviser, Infrastructure, Railway Board
- ❖ **H.D. Gujrati**,
Director, Operations and Business Development, DFCCIL
- ❖ **S.K. Agrawal**,
then ED, Civil Engineering, Bridges & Structures, Railway Board
- ❖ **Kalyani Chadha**,
ED, Mechanical Engineering, Production Unit, Railway Board
- ❖ **Sanjay Chadha**,
then ED, Mechanical Engineering, Workshop, Railway Board
- ❖ **Mukul Jain**,
Director, Operations and Marketing, Rail Vikas Nigam Limited
- ❖ **Rajesh Kumar**,
ED, Urban Transport and High Speed, RDSO
- ❖ **Surinder Pal**,
then ED, Civil Engineering, Planning, Railway Board
- ❖ **Professor G. Raghuram**,
Dean, Faculty, Indian Institute of Management, Ahmedabad
- ❖ **Sanjay Rastogi**,
ED, General, Ircan International
- ❖ **A. Madhukumar Reddy**,
then ED, Passenger Marketing, Railway Board
- ❖ **Sudhir Kumar Saxena**, *then ED, Electrical Energy Management, Railway Board*
- ❖ **Ashwini Vaishnav**, *VP, Locomotives & Head, Strategy, Urban Infrastructure, Siemens*

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One delegate	Rs 25,650 or \$470
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Four delegates	Rs 76,950 or \$1,400

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